



Sales Applications Engineer, Europe

Location: Frankfurt or Munich, Germany

“The battery is the technology of our time.” -The Economist

Voltaiq's cloud-based Battery Intelligence software platform brings unprecedented data analytics, visualization, and predictive capabilities to any company with a battery-powered business model. Top automakers, consumer electronics, and energy storage companies use Voltaiq to accelerate product development, improve performance, ensure safety and reliability, and secure financing for their products. Our high-powered team comprises PhD scientists, expert data professionals, and battery industry veterans, all passionate about enabling the global energy transition. Voltaiq has offices in Brooklyn, NY and Berkeley, CA, and will be opening an office in Germany mid-2018, serving customers around the world.

The role:

The Sales Applications Engineering function at Voltaiq is technical, customer-facing, and deeply involved in the customer relationship from pre-sales through to the close of the deal and initial engagement. Our ideal candidate has sufficient battery industry experience to work with customer engineering teams to understand technical needs and tailor sales collateral and product demonstrations to deliver a compelling solution. This position reports to the Director of Sales, Europe.

Responsibilities:

- Provide technical support to the sales team through a deep understanding of battery technology and how Voltaiq's product can solve customers' battery data challenges.
- Work with customers to understand their specific technical needs and tailor product demonstrations to illustrate how Voltaiq's solutions will increase their efficiency.
- Build strong relationships with the customers' technical teams to ensure Voltaiq has “first look” when new projects arise.
- Coordinate with the customer success team to ensure a positive onboarding and overall user experience.
- Work with business development and technical sales resources to develop new opportunities, and drive revenue growth in the territory.
- Update CRM in a timely manner with all current account information, contacts and projects.
- Use identified customer needs to contribute to product development including product roadmap and feature planning.
- Up to 25% travel to customer sites and tradeshows.

Voltaiq, Inc.

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Qualifications:

- Undergraduate or Graduate technical degree with either an electrical, mechanical, or electrochemical focus or 5+ years related work experience in the lithium ion battery field.
- Battery testing and/or battery-powered device engineering experience is highly desired.
- Superior creative problem solving and general troubleshooting capability.
- Strong presentation, written and oral communication skills.
- Proven ability to collaborate with both technical and non-technical teams.
- Strong organizational skills, with an ability to manage multiple incoming requests and drive initiatives to their successful completion.
- Desire and ability to thrive in loosely structured, high-demand startup environment.
- Coding experience for data manipulation and visualization in Python or similar is a plus.
- Experience working with corporate networking and information technology teams is a plus.
- Native German speaker, who is fluent in standard business English, written and spoken.

Voltaiq is an equal opportunity employer and is committed to achieving a diverse workforce through application of its equal opportunity and nondiscrimination policy, in all aspects of employment.